

# **SMALL ARMS INDUSTRIAL BASE STUDY**

## **NDIA SMALL ARMS CONFERENCE 2001**

**VIRGINIA H. EZELL**

**INSTITUTE FOR RESEARCH ON SMALL ARMS**

**[WWW.SMALLARMSRESEARCH.ORG](http://WWW.SMALLARMSRESEARCH.ORG)**

## Report Documentation Page

<b>Report Date</b> 13Aug2001	<b>Report Type</b> N/A	<b>Dates Covered (from... to)</b> -
<b>Title and Subtitle</b> Small Arms Industrial Base Study		<b>Contract Number</b>
		<b>Grant Number</b>
		<b>Program Element Number</b>
<b>Author(s)</b> Ezell, Virginia H		<b>Project Number</b>
		<b>Task Number</b>
		<b>Work Unit Number</b>
<b>Performing Organization Name(s) and Address(es)</b> Institute for Research on Small Arms		<b>Performing Organization Report Number</b>
<b>Sponsoring/Monitoring Agency Name(s) and Address(es)</b> NDIA (National Defense Industrial Association) 211 Wilson Blvd, STE. 400 Arlington, VA 22201-3061		<b>Sponsor/Monitor's Acronym(s)</b>
		<b>Sponsor/Monitor's Report Number(s)</b>
<b>Distribution/Availability Statement</b> Approved for public release, distribution unlimited		
<b>Supplementary Notes</b> Proceedings from the 2001 Joint Services Small Arms Symposium, Exhibition & Firing Demonstration 13-16 August 2001 Sponsored by NDIA, The original document contains color images.		
<b>Abstract</b>		
<b>Subject Terms</b>		
<b>Report Classification</b> unclassified	<b>Classification of this page</b> unclassified	
<b>Classification of Abstract</b> unclassified	<b>Limitation of Abstract</b> UU	
<b>Number of Pages</b> 15		

# **SMALL ARMS INDUSTRIAL BASE STUDY**

- **METHODOLOGY**
- **ASSUMPTIONS**
- **OVERVIEW**
- **EMPLOYMENT**
- **PRODUCTION & SALES**
- **PROBLEMS**
- **CONCLUSION**

# **SMALL ARMS INDUSTRIAL BASE STUDY**

## **METHODOLOGY**

- **OPEN SOURCE DOCUMENTS**
- **INTERVIEWS**
- **SURVEYS**

# **SMALL ARMS INDUSTRIAL BASE STUDY**

## **ASSUMPTIONS**

**SMALL ARMS INDUSTRIAL BASE =**

**» DEFENSE**

**» LAW ENFORCEMENT**

**» COMMERCIAL**

# **SMALL ARMS INDUSTRIAL BASE STUDY**

➤ **LOW RISK TECHNOLOGY**

➤ **FEAST OR FAMINE INDUSTRY**

➤ **TREND TOWARD CONSOLIDATION**

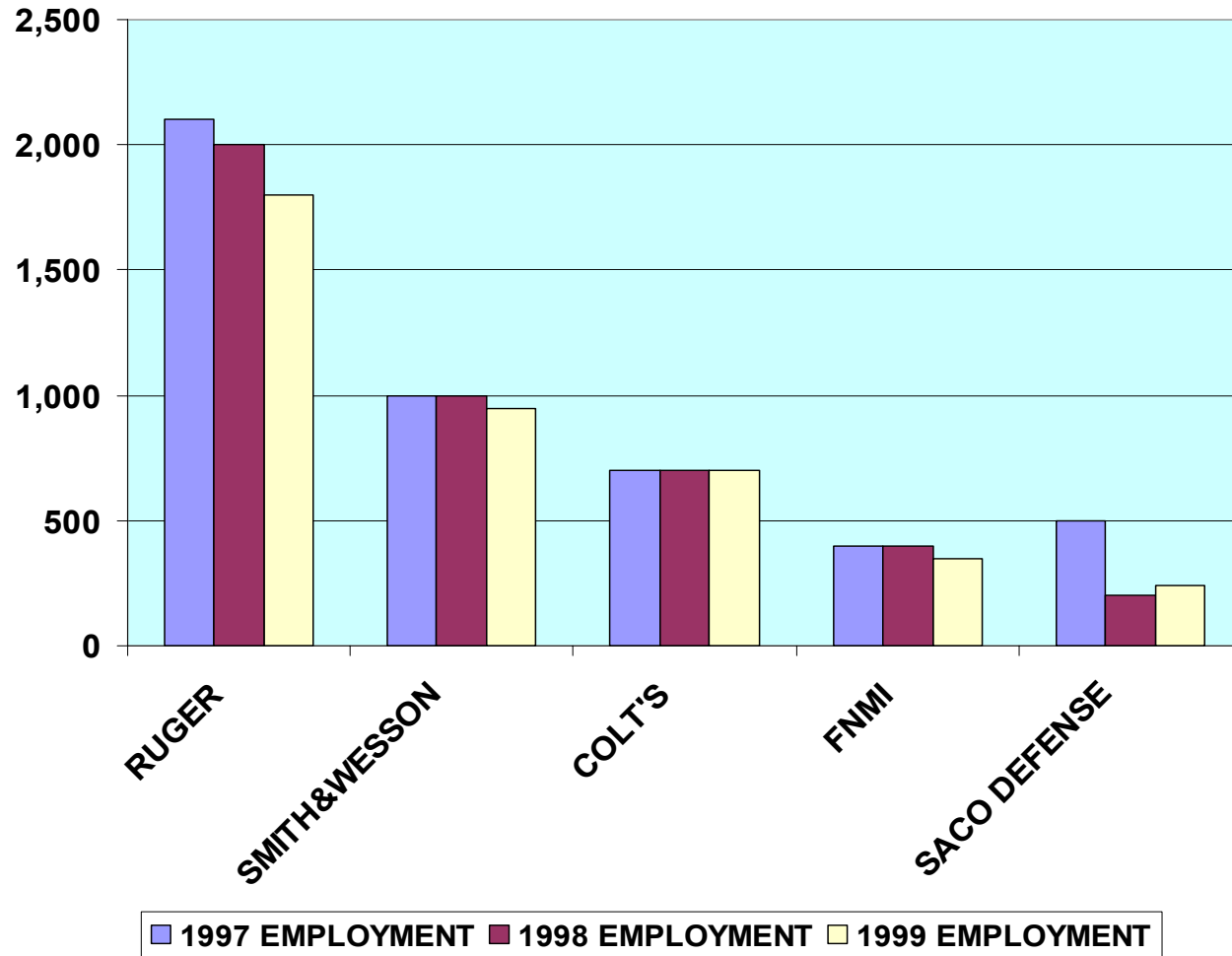
# **SMALL ARMS INDUSTRIAL BASE STUDY**

➤ **LOW EMPLOYMENT**

➤ **OVER 2/3 WORK IN TOP 19 FIRMS**

➤ **DECREASE SINCE 1998**

## EMPLOYMENT





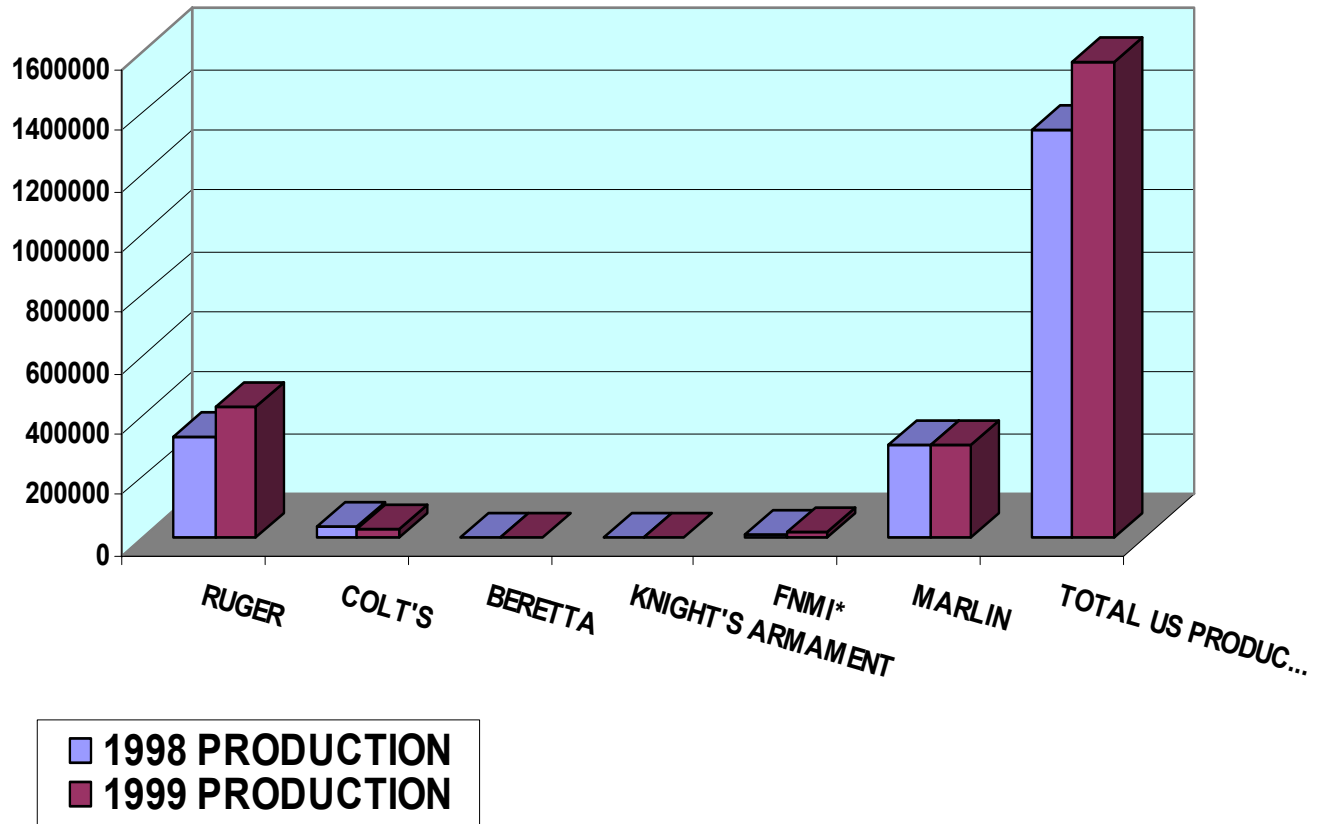
# **SMALL ARMS INDUSTRIAL BASE STUDY**

➤ **PRODUCTION INCREASED**

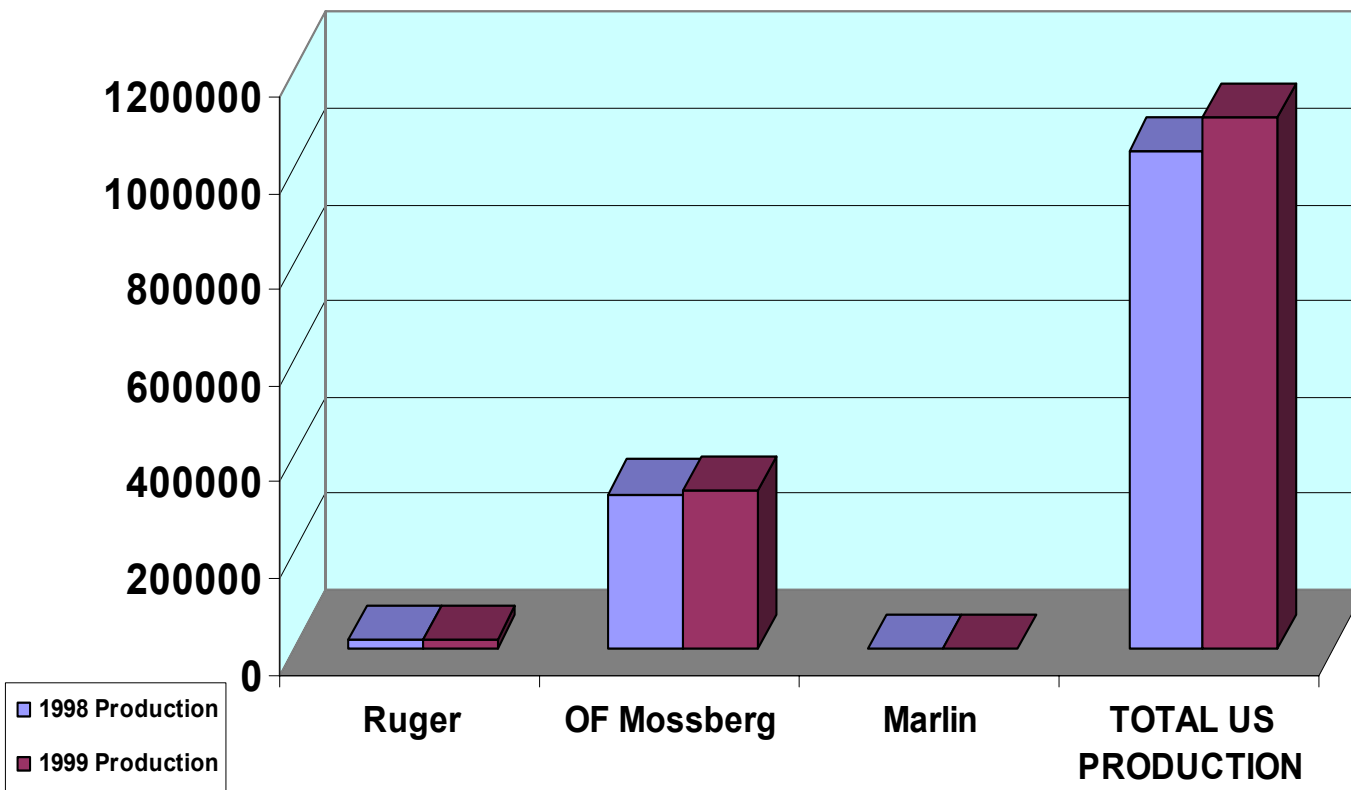
➤ **EXPORTS INCREASED**

➤ **SALES DECREASED**

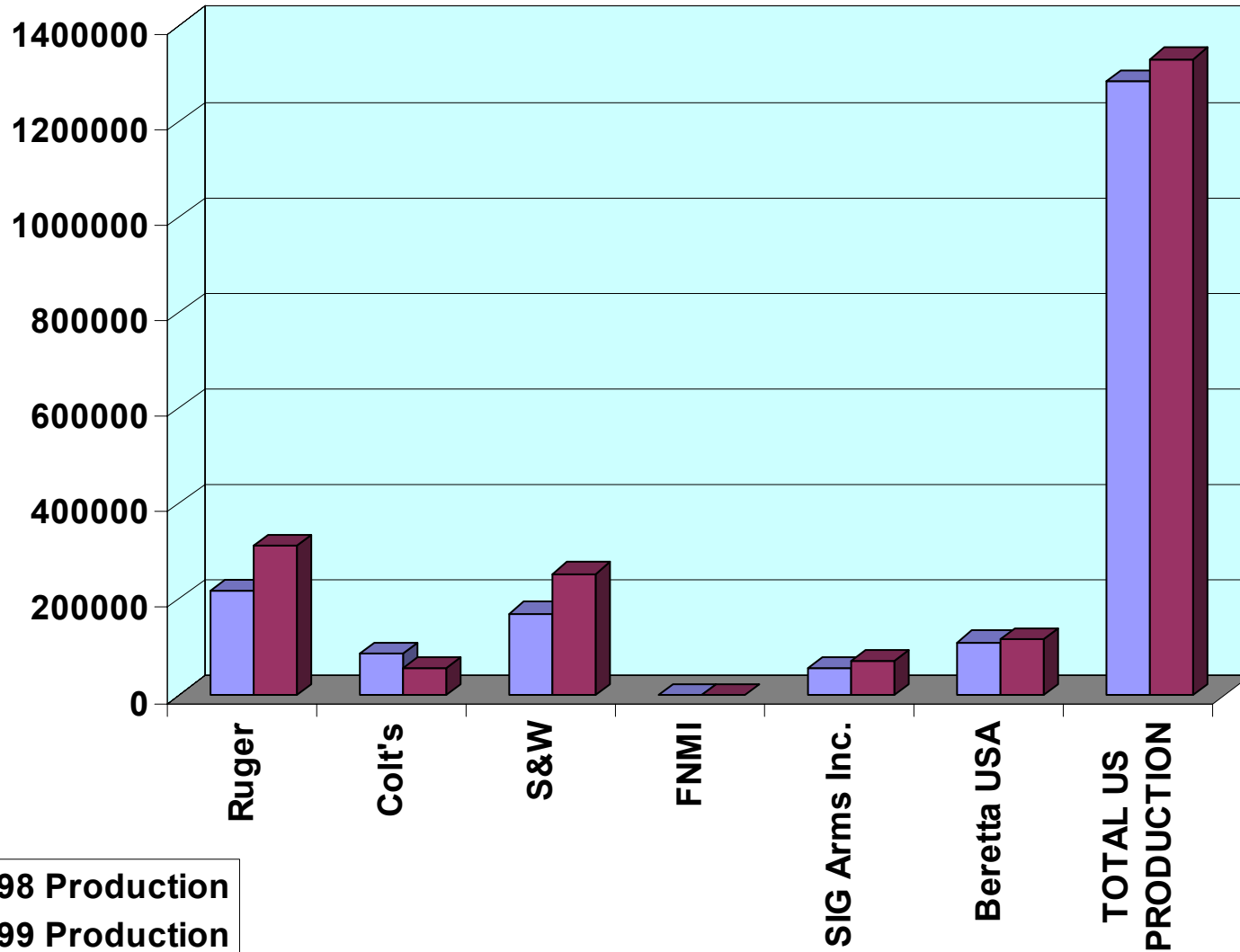
## SMALL ARMS PRODUCTION: RIFLES



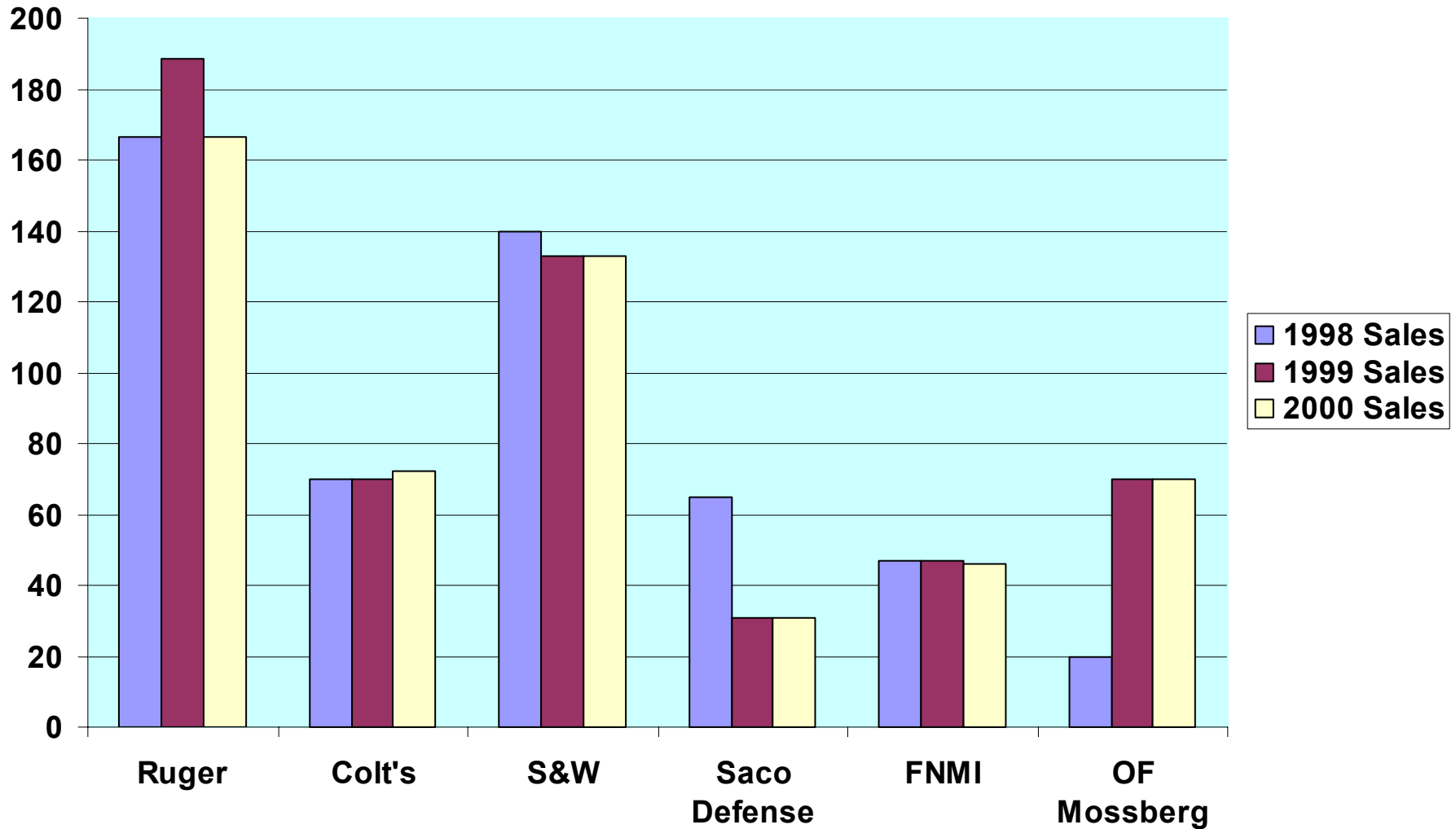
## US SMALL ARMS PRODUCTION: SHOTGUNS



# HANDGUN PRODUCTION



## Small Arms Industrial Base: Sales



# **SMALL ARMS INDUSTRIAL BASE STUDY**

## **➤ PROBLEMS**

- » INCREASED FEDERAL & STATE  
REGULATION**
- » DECREASED SALES OUTLETS**
- » INCREASED COSTS IN LITIGATION**

# **SMALL ARMS INDUSTRIAL BASE STUDY**

**➤ MATURE TECHNOLOGY REMAINS  
VITAL**

**➤ INDUSTRY CONSOLIDATION  
CONTINUES TO MARKET CONTRACTS**

# **SMALL ARMS INDUSTRIAL BASE STUDY**

## **QUESTIONS FOR FUTURE STUDY**

**» INDUSTRY DEMOGRAPHICS**

**» THE GRAYING OF THE INDUSTRY**

**» R&D + RECAPITALIZATION**

**» INSURING THE FUTURE**